

ABSTRACT OF THE DISCLOSURE

A business method of creating a sales team for processing invitations to tender and for performing the whole sales process has an enlarged sales team having at least one person in each functionary group including the sales manager, the tender engineer, and commercial and technical personnel, such as the product manager, project engineer, process technology manager and process engineer. In the method, a database is created with data from the sales team and the database is used to communicate items of delivery between the sales team and product development personnel. The database is further used to compare the invitation to tender with the technology files and identify the variations from the standard products, determine special features and development needs, and offer new information, and the solutions generated, to the customer.